

Message Text

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PAGE 01 SOFIA 00134 201323Z
ACTION EUR-12

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R 201236Z JAN 77
FM AMEMBASSY SOFIA
TO USDOC WASHDC
INFO SECSTATE WASHDC 2270
AMEMBASSY BUCHAREST
AMEMBASSY WARSAW

UNCLAS SOFIA 0134

E.O. 11652: N/A
TAGS: BEXP, BU
SUBJECT: PROPOSED TSS -- OFFSHORE PETROLEUM EXPLORATION,
 DRILLING AND EXTRACTION

REF: A. 76 STATE 301616 B. USDOC 00463
 C. BUCHAREST 0334

1. CHAIRMAN OF COMMITTEE ON GEOLOGY YOVCHO KUNEV
TOLD EMBOFF JANUARY 18 THAT SEMINAR WOULD BE
WELCOMED, BUT THAT PROJECTED DATE WAS SOMEWHAT LATE
SINCE ADVANCED NEGOTIATIONS WERE EXPECTED TO PRODUCE
A CONTRACT BY THE LATTER PART OF 1977. HE FELT THAT
WAITING UNTIL JUNE TO INTRODUCE NEW COMPANIES WOULD
BE TOO LATE, AND IT WOULD BE BETTER IF THESE FIRMS
WOULD CONTACT COMMITTEE ON GEOLOGY DIRECTLY.

2. BULGARIAN MAJOR INTEREST AT THIS TIME IN PROPOSALS
FOR COMPLETE PLATFORM -- RIG SUPPLIED COMPLETE WITH
SPARE PARTS, GUARANTEES AND TRAINING PROGRAM. KUNEV'S
DESCRIPTION AND OTHER COMMERCIAL SOURCES INDICATE
THAT SPECIALIZED TREATMENT OF COMPONENTS DOES NOT
APPEAR TO BE OF GREAT INTEREST TO BULGARIANS AT
THIS TIME. BULGARIANS ARE REQUESTING PRICES AND
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DETAILED SPECS, WHICH MAY TAKE SEVERAL MONTHS TO
GENERATE AFTER FIRMS MAKE FIRST CONTACT WITH COMMITTEE
ON GEOLOGY. THESE FACTORS SUGGEST THAT JUNE TSS
WOULD NOT BE EFFECTIVE SINCE IT WOULD BRING AMERICAN
COMPANIES IN AT SUCH A LATE STAGE OF THE NEGOTIATION
PROCESS.

3. GIVEN THIS SITUATION EMBASSY PREFERS FOLLOWING COURSE FOR OFF-SHORE OIL TSS PLANNING.

A. ENCOURAGE IMMEDIATE APPROACH BY INTERESTED US COMPANIES. COMMITTEE CHAIRMAN PROMISED TO SUPPLY EMBASSY WITH BASIC DATA ON EQUIPMENT NEEDS AND SPECIFICATIONS. THESE WILL BE FORWARDED AS A TRADE OPPORTUNITY.

B. ENCOURAGE BULGARIAN ATTENDANCE AT HOUSTON OFFSHORE TECHNOLOGY CONFERENCE. KUNEV WAS NOT AWARE OF THIS, BUT HE AND OTHER OFFICIALS EXPRESSED GREAT INTEREST IN OBTAINING MORE INFORMATION ON WHO AND WHAT WOULD BE THERE. RECOMMEND THAT SPECIAL INVITATIONS BE SENT TO KUNEV AND REQUEST THAT USDOC PROVIDE EMBASSY FURTHER INFORMATION ON POSSIBLE VISITS DESCRIBED REF. B.

C. BASED ON INTEREST LEVEL AFTER HOUSTON CONFERENCE, TSS COULD THEN PERHAPS BE SCHEDULED FOR LAST QUARTER OF 1977.

4. EMBASSY NOTED THAT PER REF. A SOFIA WAS NOT ORIGINALLY SCHEDULED FOR THIS TSS, BUT FOR IRRIGATION EQUIPMENT (OCTOBER) OR CHEMICAL INDUSTRY EQUIPMENT (DECEMBER). EMBASSY ASSUMES THAT ONLY ONE OF THESE WOULD BE HELD WITHIN THIS TIME PERIOD.
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